

NETLS Members

Contract: Print and Audio Visual Materials Agreement

Contract Effective: September 1 – December 31, 2008

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DATE: September 01, 2005

TO: Frisco Public Library, Frisco Texas

FROM: Book Wholesalers Inc., The Public Library Division of the Follett Corporation

SUBJECT: Print and Audio/Visual Materials Agreement for 2005 thru 2008

Book Wholesalers Incorporated (BWI) agreement for the member libraries of the Northeast Texas Regional Library System. This agreement is effective beginning September 1, 2005. The agreement shall remain effective through the year 2008. Please read the following carefully for a complete description of services and discounts offered. Outsourcing services such as cataloging and processing are quoted on an as needed basis. Each library that requires these services should request a specifications form from BWI. BWI will issue a quote for the services requested by the library. BWI does not require any library to accept pre-packaged cataloging or processing services. Each library may request only those services that library actually needs to have their materials processed or cataloged to the specifications set forth by the library. A library may discontinue using any processing and cataloging services at any time. BWI has no minimum amount of time required for a library to utilize outsourcing services. BWI requires no minimum book order or minimum dollar amount for an order to qualify for the discounts or services referred to in this agreement.

BWI Telephone Numbers

Book phone orders

800-888-4478 ext 1

Book fax orders

800-888-6319

Electronic orders

Request information from Customer Service

Customer Service

800-888-4478 ext 1

Local Account Manager – Jay Blint

800-888-4478 ext 303 or

214 674 4579

Mail Orders

BWI

1847 Mercer Road

Lexington, KY 40511

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BWI – Growth Summary

During the past three years, as the fastest growing wholesaler of books and AV materials to public libraries, BWI has more than doubled in size. With a 100% focus on public libraries BWI has had many accomplishments and added a wide range of new products and service offerings to our customers, and are please to be given this opportunity to highlight some of these in the next few paragraphs.

As a division of the Follett Corporation, and with the merger of Follett Media Distribution into BWI in 2003, we now offer a full range of audio visual products and services, and are proud to be the primary supplier of music, audio, and video to many of the nations leading libraries. Following this merger we have introduced several collection development services to support public library AV collections including plans that cover children's video, Billboard charts, cable and public television nonfiction programming, reviews, and our very popular StreetWise program to ensure timely delivery of the newest video and music releases. Also, Sights & Sounds is published monthly featuring the newest music, video, and audio offerings. Also, BWI began offering Adobe formatted downloadable eBooks to public libraries in 2003, and now offers over 18,000 eBook titles that can be acquired as simply as a regular bound book with absolutely no other fees or licensing to complicate the transaction.

BWI has taken a leading position providing graphic novels to the public library. In addition to offering the most complete range of graphic novel series and titles we also published the widely distributed "Public Librarian's Guide to Graphic Novels" and just this past spring "Public Librarian's Guide to Anime"

For the past two and half years BWI's eNewsletter has been published and is distributed to thousands of public librarians biweekly. In addition to BWI news updates this newsletter covers major announcements and trends in book publishing, as well as the music and film industries.

To improve service and operational efficiency we have more than doubled our staff the past three years, including MLS degreed librarians in our Collection Development, Bibliographic Services, and Customized Cataloging Departments. To increase accuracy and quality we have also continued to take advantage of technology to further automate warehouse operations such as quality verification and shipping stations. We are also proud to have the most knowledgeable and experienced field sales representation to work closely with our public library partners. Jay Blint, our Regional Account Manager based in Texas, has been serving the Texas Library Systems for the past six years.

BWI continues to be a pioneer and industry leader in developing EDI acquisitions software, and aggressively partnering with all major public library ILS vendors to ensure the smoothest and most efficient EDI transactions possible.

TitleTales, BWI's internet based selection and ordering tool, has continued to grow and evolve with hundreds of enhancements, and still remains absolutely free to our public library customers. Recent major feature upgrades include the standing order series branch distribution grid and live shared list functionality. Also, the breadth and accuracy of bibliographic data offered on TitleTales has been significantly upgraded during the past three years. This includes establishing regular and direct data feeds from most of our largest suppliers.

Our widely popular book collection development and standing order plans for children's and YA have continued to grow with many additional features and automated functionality. And now, BWI is very

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pleased to offer our first adult book collection development standing order plan, EliteStreet, featuring adult best selling and popular authors.

Finally, we are pleased and very excited to introduce AudioVisual/Digital Processing (A/V/D/P), a major industry processing breakthrough. We hope this helps demonstrate our commitment to our jobs, our industry, our public library customers, and the Frisco Public Library.

BW1's Interactive Website – TitleTales:-

TitleTales is BW1's *free* web based electronic title database and features the largest selection of currently available adult, young adult and children's titles found anywhere. TitleTales will allow the Frisco Public Library to create selection lists on demand per unique parameters, place orders via the Internet, or import MARC information into your automation system to create order records. The Frisco Public Library may access TitleTales through the BW1 web site: www.bw1books.com. Although, registration is required in order to utilize TitleTales, we do not limit the number of passwords available to your Library. BW1 will provide access to TitleTales at no additional charge for the Frisco Public Library.

TitleTales includes:

- Per title grid allocation for multiple selectors, branches (or agencies) with fund and/or collection codes. This feature also allows one click title allocation to user defined agency groupings.
- Instant access to over 350,000 children and young adult titles
- Instant access to over 3.5 million adult titles
- Instant access to over 900,000 AV items in all formats including Videos, DVD's, Music and Audio books
- Simple and advanced collection development searches
- Enhanced bibliographic information
- Instant access to BW1's core bibliographies prepared by BW1's MLS degreed children's and young adult specialists
- Order and list management options
- Unlimited list capacity, exceptional flexibility and de-duping ability
- Advance (pre-pub) notice of and upcoming titles
- Electronic acquisitions
- *FREE* full text reviews from Booklist, Kirkus, Horn Book, Library Journal, Video Librarian, School Library Journal, VOYA, Science Books and Films, Criticas, and Publishers Weekly
- *FREE* brief MARC record download capability
- Full MARC record download availability
- Online access to Paperback and Easy Reader Series Standing Order Plans
- Online access to Chapter Book and Nonfiction Series Standing Order Plans
- Online access to Graphic Novel Series Standing Order Plans
- Online access to advance notification for Standing Orders, Awards and Best Books Plan and SNAP shipments
- Selection list(s) download capability
- Preview full color book covers for over 100,000 children's and young adult titles
- Inside page scans of Graphic Novels and picture books
- Select 'First Chapters'
- Any media item in print that is available to a vendor is available for ordering

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- PACheck, allows Frisco Public Library to check on a title basis (by ISBN) to their OPAC with one easy click

TitleTales is an interactive ordering system and can be used to search titles by any combination of the following criteria:

- Title
- Author/Artist
- Subject
- Series
- ISBN
- Vendor catalog number
- UPC
- Key Word
- Exact Title
- Illustrator
- Publisher/Vendor
- BWI's Core Bibliographies
- State Awards Lists
- Awards and Best Books Lists
- Special Topics
- Your Lists
- Interest Levels
- Date Published/Released
- Bindings/Format
- Number of Reviews
- Review Sources
- Review Dates
- Languages
- Classifications
- List Price
- Number of Pages
- Dewey Range
- Popular Song Title
- Classical Music Composer
- Classical Music Title
- Classical Music Form/Genre
- Classical Music Period
- Ability to include out-of-print titles

After creating a list, you can do the following:

- Edit your newly created list
- Add primary and or secondary title specific notes
- Copy lists to other subsidiary accounts throughout your library system

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- Send lists to TitleTales Users outside of your library system
- Delete any list that you have created
- Restore Deleted lists for up to 30 days
- Merge several lists together into an existing list or into a newly created list
- View list for printing
- Choose your sort preference for printing (Title, Author, Dewey, Date Published, or Secondary Notes Field)
- Choose your viewing preference (with or without annotations and the option to include Agency/Fund information)
- Print List, which includes a summary of the total titles ordered, total quantity ordered, total list price, total discount price, and your list notes
- If using BWI Grid functionality, you can print lists including totals per agency, per fund code and overall totals
- Send your list to the Order Cart
- Update your user information (you can change your password, set the notes field to long or short columns, add a secondary notes field, change the number of titles to display per page, enable the branch data field, create a default agency ID, change your download type to Regular or Innovative formatted records which will create bib and order records if loaded into the Innovative Interfaces system (your library must have a compatible loader table), search for children's, adult, or both categories, include or exclude audiovisual titles, etc.).
- Archive your list
- Download your list as text

After creating an order you can do the following:

- Send your order to the Order Cart
- Empty the Order Cart
- Check for duplicate titles
- Submit your order
- Request a Cost Estimate
- View your order for printing
- View your order history
- Select a *FREE* brief MARC record with download capability, or save separately to a disk or as a separate file
- Select a full MARC download with download availability or saved separately to a disk or as a separate file
- Download customized MARC records
- Review your MARC download history
- Convert the order back into a list that can be saved for future reference
- Choose your sort preference for printing a list (Title, Author, or Dewey)
- Choose the list format to include annotations or exclude annotations
- Print List, which includes a summary of the total titles ordered, total quantity ordered, and the total list price for the order

BWI will provide the Frisco Public Library with any title that is currently available from over 10,000 producers and publishers. If the Frisco Public Library does not find a specific title on TitleTales, this title

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can be added manually and BWI will provide that title to the Library, as long as it is available from the publisher/producer.

TitleTales provides the status of titles that are out of print, titles that are publisher out of stock, and titles that need to be ordered directly from the publisher.

PACheck makes it possible to instantly cross-check your library's holdings on TitleTales. Now, when you're searching titles and creating lists on TitleTales, you don't have to keep bouncing back and forth between your library's holdings and our website to see whether you already own a particular item-you can simply use our quick and easy feature, PAMCheck. Every listing in our system will now have the familiar blue and white public library icon attached to it. Clicking on the icon will pop up a screen that instantly accesses your library's OPAC and provides information on whether you have that item in your holdings already. This feature will save you untold hours of frustration!

Automatic Purchase Plans

BWI has been offering series titles on standing order for 15 years, and we continue to be the leader in this service. Our updates come to you twice a year and offer the most comprehensive and accurate coverage of series. For weekly updated information regarding the series titles on standing order plans the Frisco Public Library can visit our web site at www.bwibooks.com. There, our Collection Development Specialists keep you informed about hot new series and series that have been discontinued. Our staff will track the hottest Billboard Charts, the best and most popular children's videos, hot upcoming music and video releases, and the AV industry journals.

BWI's standing order plans include: Video Series Standing Order Plan, Paperback Series Standing Order Plan, Easy Reader Series Standing Order Plan, Chapter Book Series Standing Order Plan, Hardcover Series Standing Order Plan, Graphic Novel Series Standing Order Plan, and the Nonfiction Series Standing Order Plan.

Standard discounts apply and there are no extra fees associated with standing order plans. Materials purchased through the standing order plans can be processed and cataloged per the Frisco Public Library's requirements.

It is easy to begin receiving series on standing order. Simply indicate the quantity desired by each series title on the colorful, annotated listing or on the alphabetical order sheet within our Standing Order Plans catalog. You can also make changes to a current plan at any time using these forms, by telephone, or via TitleTales. The Frisco Public Library will need to send BWI your standing order account number and TitleTales login before we can activate your online plan changing capability.

The Frisco Public Library can also access their Standing Order Plan profile on TitleTales. The Frisco Public Library has the ability to make changes, additions, or deletions as well as, view a current plan summary and plan cost estimates on TitleTales. There is no charge to maintain the Frisco Public Library's Standing Order Plan on TitleTales.

Standing Order Plan books are shipped monthly providing efficiency, savings, and peace of mind. Standing Order Plans with an annual plan cost estimate of \$3,500 or more are eligible for the additional option of having books shipped weekly.

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If your collection is missing previous titles within a series, BWI will be happy to supply all those that are available. Available back issue titles will be shipped with your monthly shipment.

BWI will provide the Frisco Public Library with SNAP, our new Selection Notification, and Acquisitions Plan, as well as the Awards and Best Books Plan, as automatic purchase plans.

SELECTION parameters for your plan are designed by the person best qualified to do it, YOU. You tell us exactly which kinds of books you want to receive, and from what sources, by filling out a Profile Option for each component you choose to implement. Our Collection Development Librarians will match your selection criteria to new titles and send those that you want to see.

NOTIFICATION of forthcoming titles is made easy via TitleTales. Whether you choose to receive books plus notification or just notification on your plan, BWI will inform you of the exact titles that are in your forthcoming "shipment".

ACQUISITION without a lot of keystrokes and without a lot of hassle! BWI makes it simple to get that "first copy" or quickly acquire those "no brainers". Additionally, through the MARC download function of TitleTales, you can escape the many unnecessary keystrokes entering title information into your acquisitions system.

PLAN? Whose plan? YOUR plan – not our plan. You design the plan that best serves the uniqueness of your library. Each of the SNAP's three components can be profiled separately, offering you detailed customization for your plan. Once you've created your plan, then rest assured that YOUR plan is being implemented by MLS degreed librarians interested in helping you acquire titles most suited for your library.

SNAP offers librarians an effective, incredibly easy way to acquire new juvenile books through either approval or standing order. The three components of the plan are uniquely designed to function individually or complement one another according to a Library's unique needs.

1.Review Publications

Selection of library materials through review journals is increasingly popular among librarians. BWI not only offers a wide range of reviews, but also offers two options to better meet the needs of your library. "Just One Review" and "Review X2". Just One Review allows you to focus on book selection based on age levels and genres. Review X 2 allows you to escape the hassle of making sure that a book has at least two reviews before the title is considered for your library. With either option, BWI will automatically send you the titles that match the profile that you have designed.

2.Authors and Illustrators

We offer a *representative* list of over 200 well-known authors and illustrators, as well as the hot new names. Choose those that are most important to your collection, or request anyone we do not have on our list. BWI will automatically supply you with the new titles published by these authors or illustrators.

3.Publishers and Imprints

The Publishers and Imprints component is the broadest portion of SNAP. Here we offer book selection based on titles released from individual publishers or their imprints. You will be sent all the releases from a publisher or imprint, according to your selection profile. Our Collection Development Specialists will

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have book in hand when identifying a match to your profile. Your preference for bindings and format will be evaluated during the selection process to assure that your library gets exactly what is needed.

- BWI will prevent duplication of titles among the three plan components. If multiples are requested and a title is duplicated within portions of the plan, we will send a total of the largest amount requested.
- Notification is simply providing you with advanced information regarding what titles are in your upcoming "shipment". Each week as your SNAP shipment is prepared, an electronic file is created and dropped into your TitleTales Order History. Once you access this file through TitleTales, you can see what titles are on their way to your library, view detailed title information, access full text reviews and review citations, view cover scans, and view or download MARC records. Notification is dropped into your TitleTales Order History on Wednesdays.

Additionally, if you are using SNAP as an approval plan, this file makes ordering your multiple copies much easier. You can click on the file from TitleTales Order History and "copy to a list". Once the file is in list form, you can add your desired order quantity and send the order to BWI through TitleTales. If you would rather order through your Acquisition system, brief or full MARC records for the "notification" can be downloaded into your system. This allows you to place your order for multiple copies through your acquisition system and eliminate many unnecessary keystrokes entering title information.

Awards and Best Books Plan

BWI's unique Awards and Best Books Plan allows you to keep up with the most important books being published. It's an efficient way to assure that your library receives titles noted as exceptional. BWI spotlights all the well-known awards categories, as well as several lesser-known categories. We'll keep you informed of what's happening on the artistic front line of publishing through timely shipments and notification (or notification only) of the titles that are turning heads and winning awards.

Award Winners – we monitor the major domestic and international awards granted in children's literature.

Best Books Lists – BWI offers all the major "Best Books" lists from which to choose.

State Awards & Book Lists – BWI will be more than happy to track any specific state awards and book nomination lists that you just "have-to-have" for your collection.

- BWI can prevent duplication of title on your plan. In the case where a title wins multiple awards, the title will not be duplicated. If multiples are requested and a title is duplicated we will send a total of the largest amount requested.
- Notification is simply providing you with advanced information regarding what titles are in your upcoming "shipment". Each week as your Awards & Best Books Plan shipment is prepared, and electronic file is created and dropped into your TitleTales Order History. Once you access this file through TitleTales, you can see what titles are on their way to your library, view detailed title information, access full text reviews and review citations, view cover scans, and view or download MARC records. Notification is dropped into your TitleTales Order History on Wednesdays.

Additionally, if you are using Awards & Best Books Plan as an approval plan, this file makes ordering your multiple copies much easier. You can click on the file from TitleTales Order History and "copy to a list". Once the file is in list form, you can add your desired order quantity and send the order to BWI

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through TitleTales. If you would rather order through your Acquisition system, brief or full MARC records for the "notification" can be downloaded into your system. This allows you to place your order for multiple copies through your acquisition system and eliminate endless keystrokes.

EliteStreet is BWI's new acquisition plan for adult books. It is the best way to get bestselling authors' new hardcover books at the same time as they arrive at bookstores around the country. Choose from a list of your favorite authors and in addition, tell BWI other bestselling authors you would like to include on a Standing Order Plan. As new titles by your selected authors are published, BWI will obtain the quantities necessary. In advance of your shipments, you'll receive an electronic file in your *free* TitleTales account notifying you of the titles being shipped. BWI works with publishers to rush new works hot off the press and BWI expedites the shipments to its customers. BWI provides notification of forthcoming titles on a monthly basis. The Library selects and orders on a regular basis before the order due date to allow for street date delivery.

Billboard Standing Order Plan - With our Billboard Standing Order Plan, BWI's Collection Development librarians keep track of chart changes for you, allowing you to keep your music and video collection as up-to-date as possible without the hassle. As a plan customer, you may choose from all the Billboard charts. Our professional staff will track your chosen charts and automatically send your requested copies-without duplication. This is yet another FREE service from BWI!

Streetwise - BWI stocks the hottest upcoming video and music releases. Street Wise, BWI's bi-weekly publication lists these titles. Video titles are chosen based on box-office sales and music titles are selected based on the sales history of the artist. Titles ordered by the order due date will be delivered to you as close to the street date as possible (allowing for the time it takes for value-added services on those titles). You can sign up for our email alert service or log onto TitleTales and go to "BWI Publications" to view these featured audio and video lists. BWI adult book titles are not kept in stock and ordered on demand.

AV Review Plan - This plan offers librarians an effective, incredibly easy way to acquire AV products through automatic notification or standing order. The first component of the program is uniquely designed to function according to your library's particular needs. Whether you are looking for music, videos, or audiobooks for adults or children, BWI can tailor your plan to meet your library's collection management criteria.

Children's Video Standing Order Plan - BWI has been offering children's book series on standing order for fifteen years, and we aim to remain the leader in serving the public library with automatic shipment of series titles - now with videos! BWI offers a selection of popular video series for children in DVD and VHS formats. From Angelina Ballerina to Winnie the Pooh, we have collected the video series that the children and families in your library will want to check out again and again.

Broadcast Premiere - This is a standing-order plan focused on adult-oriented nonfiction and literature-based productions. Drawing on such esteemed sources as PBS Home Video, WGBH (home to *Nova*, *Masterpiece Theatre*, and *Mystery!*), A & E Television Networks (A & E, the History Channel), National Geographic, the Discovery Channel, BBC Video, and Docudrama, BroadcastPremiere provides each and every new release across a wide range of first-rate series and lines from these producers and distributors. As with BWI's other plans, BroadcastPremiere subscribers can choose a notification-only option for any or all series.

Graphic Novels - Recently, the category of Graphic Novels has captured the interests of many of our customers nationwide. In response to that interest, and to be in a position of offer intelligent, meaningful leadership, BWI has committed enormous amounts of time and energy to the education, training and further professional development of our Collection Development Team's collective knowledge. In doing so, we have embarked on the task of assembling, collating and presenting the world of Graphic Novels in a context that will be helpful to the needs of the Public Librarian. Our hope is that you will find our Graphic Novel information exactly that!

Why have Graphic Novels in your Library?

There are several reasons graphic novels should be considered for a library's collection.

- They are extremely popular with young adults
- They will attract readers to the public library
- They are cross-cultural works and support the interests of several diverse ethnic and religious groups as well as social classes
- They are a unique art form that combines art and text to create a larger whole. (Similar in idea to the way a picture book's illustration and text work together.)
- Because graphic novels marry written text and illustrations, they are an excellent resource for reluctant readers and for teaching readers to interpret and analyze text
- As an art form, they stimulate interest in developing illustration skills

Graphic Novels: An Overview

The term Graphic Novel is used in the library industry to indicate stories written and illustrated in comic book style, but which, typically, are published in a longer, sturdier format. They can be a collection of previously published comic books that present one story (JLA: League of One). They can be original publications using traditional comic book characters (The Dark Knight Strikes Again). They can be original publications that have nothing to do with traditional comics (A Tale of One Bad Rat). Comic strip collections are often included in library graphic novel collections as well (Calvin & Hobbs: Revenge of the Baby-sat).

Graphic Novels represent original book-length stories or collections of related short stories that have never before been published in comic book form.

Trade Paperbacks represent collections of stories previously published in comic book form. These typically reprint consecutive issues of an ongoing series, a limited series, or miscellaneous stories with a common theme taken from various titles. Trade paperbacks often contain additional materials, such as unused sketches and an introduction, which weren't found in the original comic book issues.

Both types of Trade Comics can also be published in hardcover editions.

Ebooks - The Follett Corporation and BWI strongly believe that eBooks should be (and ultimately will be) selected, ordered, and managed like any other title or item in a library's collection. Without question it is the job of the library's chosen integrated library system (ILS) to handle these materials, like other formats in the collection. Large libraries already pay their ILS vendors thousands of dollars year after year to maintain and upgrade these systems, and managing materials (including eBooks) is at the core of what these systems are expected to do. Although CARL at this time does not provide the library full functionality in circulating eBooks (as other ILS vendors do) it is our expectation that this will be a standard feature with all major systems in the near future. Spending thousands in up-front costs and regular maintenance costs for a third party to provide this would appear to be an investment without long term benefits.

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Collection Development

BW1's MLIS degreed librarians in our Collection Development Services department are thoroughly knowledgeable in children's literature and the publishing field, and are dedicated to providing *free* bibliographies that will enhance and streamline the Frisco Public Library's selection and acquisitions process. Each bibliography is extensively researched, and our qualified staff combines personal knowledge with the professional expertise of referencing sources and reviews to create the most current, easy-to-use selection lists featuring the highest quality titles.

BW1 maintains "core" selection lists, which are updated on a daily basis. The following children's and young adult core lists are currently available on TitleTales or in a hard copy format (by request) from our Collection Development Department: Audiobooks, Big Books, Biographies, Board Books, Book & Cassette and Book and CD, Chapter Books, Easy Reader, Juvenile Fiction, Juvenile Reference, Nonfiction (broken into ten separate lists by Dewey number), Paperbacks (Classics, Juvenile Fiction, Picture Books, and Young Adult Fiction) Picture Books, Young Adult Fiction, and Young Adult Reference.

The Biographies, Picture Books, Juvenile Fiction, Young Adult Fiction, Juvenile Reference, Young Adult Reference, and Nonfiction, are selective lists – incorporating only starred or positively reviewed (in the case of Nonfiction) titles from Booklist, Bulletin, Hornbook Guide, Horn Book, Kirkus, Publishers Weekly, School Library Journal, and VOYA.

The Audiobooks, Big Books, Board Books, Book & Cassette and Book and CD, Chapter Books, Easy Readers, and Paperbacks (Juvenile Fiction, Picture Books, Young Adult Fiction and Adult Best Sellers), lists are comprehensive – incorporating all frontlist titles, per publication season.

These core lists can be manipulated to meet the needs of the Frisco Public Library, with free assistance from our Collection Development Department. The Frisco County Library can also manipulate the core lists on TitleTales, or merge additional lists with the core lists, to create specific selection criteria.

BW1 also maintains Special Topics Lists, on a variety of subjects of interest to public librarians. These lists include: Bilingual (Spanish/English, French/English, and German/English), Caldecott Honor, Caldecott Medal, Coretta Scott King Awards, Holidays, Multicultural, Newbery Honor, Newbery Medal, and Spanish Language.

BW1 provides the following categories of selection lists on TitleTales:

- Awards and Best Lists
- Core Selection Lists
- Special Topics Lists
- State Awards Lists

In addition, BW1 can generate a customized list on *any subject* requested.

BW1 can also customize selection lists, to include the following additional information: discount, price after discount, review citations, your library's holdings information, and popularity ratings.

BW1 can provide the Frisco Public Library with selection lists that have review references from the following library reviewing sources: *Booklist*, *Books for the Teen Age*, *Bulletin*, *Criticas*, *Horn Book*, *The Horn Book Guide*, *Kirkus*, *Publisher's Weekly*, *School Library Journal*, *Video Librarian* and *VOYA*.

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BWI can also include titles from standard collection development tools such as: *The Public Library Catalog*, *The Horn Book Guide*, *Best Books for Children*, *Wilson's Children's Catalog*, and *Wilson's Senior High School Catalog*.

BWI can provide the Fresno Public Library with selection lists in the following formats:

- Via TitleTales
- Via e-mail
- Hard copy
- Diskette

BWI's selection lists include the following standard fields:

- Ordering field for quantity selection
- ISBN/ISSN
- Title and subtitle
- Author/Editor
- Illustrator
- Publisher
- Binding
- Date of publication/copyright
- Grade level
- Price
- Dewey Number for Nonfiction
- Review Citations
- Annotation

The availability and accuracy of all bibliographic information is checked and re-checked by our staff of specialists with combined years of experience.

All lists produced by BWI are provided *free of charge*.

Core Lists – Audio/Visual Materials

- Adult Feature Films
- Adult Nonfiction Video
- ASL Material for the Deaf
- Children's and Family Features & TV Series
- Children's and YA Nonfiction Video
- Children's Music
- Popular Music

Special Topic Lists

- ASL Material for the Deaf
- Bollywood Movies & Music Videos
- Classical Music for Children
- Classical Music for Children on Video
- Described Video
- DVD's with Closed Captioning

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- Essential Anime
- Holiday Music 2004
- Holiday Video 2004
- Language Learning Audio
- Latin Music
- Latin Music 2004-2005
- Parenting- Infants & Toddlers
- Star Wars AV

Awards Lists

- Academy Award Nominees 2004
- Academy Award Nominees 2005
- Oscar Winners 2004
- Academy Award Winners 2005
- Academy of County Music Awards Nominees 2005
- Academy of County Music Awards Winners 2005
- AFI Top 100 Movies
- ALA Notable Videos for Adults 2004
- ALA Notable Videos for Adults 2005
- ALA Notable Children's Recordings 2004
- ALA Notable Children's Recordings 2005
- ALA Notable Children's Video 2004
- ALA Notable Children's Video 2005
- ALA Selected Videos for Young Adults 2005
- American Music Awards 2004: Winners
- American Music Awards 2003: Winners
- Audie Award Finalists 2005
- Audie Award Winners 2003
- Audie Award Winners 2004
- Audie Award Winners 2005
- CMA Winners 2003
- CMA Winners 2004
- CMA Winners 2004
- Grammy Winners 2004
- Grammy Winners 2005
- Latin Grammy Winners 2003
- Latin Grammy Winners 2004
- MTV Movie Awards 2004
- MTV Video Music Awards 2003
- MTV Video Music Awards 2004
- People's Choice Awards 2003
- People's Choice Awards 2005

Examples of the methods used by BWI to provide new product notification:-

WHAT'S NEW AND WHAT'S NEW 2

BWI provides What's New and What's New in Paper 2, our monthly pre-publication selection tools that are designed to provide public librarians with critical, timely information on upcoming titles. The Fresco Public Library can receive What's New and What's New in Paper 2 in the mail, on a monthly basis (by request), or view What's New and What's New in Paper 2 electronically on BWI's website www.bwibooks.com, or via TitleTales.

When viewing What's New and What's New in Paper 2 from TitleTales, the Fresco Public Library can create lists, read full text reviews, view cover scans, download MARC records, place branch ordering information in a grid, and place orders.

What's New includes:

Top Picks

In the Top Picks section, BWI's Collection Development librarians have selected the best of what is being published each month creating a selective list of noteworthy children's and young adult titles.

Hot Series

Hot Series features the latest releases in our paperback standing order series.

Staff Picks

In addition, in Staff Picks our Collection Development librarians share their favorite titles, providing a brief description of what makes each title unique.

Got Books?

Got Books? allows us to focus on a season or nationally organized theme to help you with collection building. Our librarians feature a retrospective list of titles keyed to each month.

What's New in Paper 2 has a comprehensive scope of children's and young adult paperbacks and alerts librarians fully 2 months in advance of title availability. Each monthly issue includes age categories with separate sections for fiction and nonfiction and a special category for movie tie-ins, as available. What's New and What's New in Paper 2 are available in print or can be accessed on TitleTales up to 30 days prior to each printed issue for librarians who want to get an additional jump on ordering.

Titles can be ordered via, TitleTales, mail, phone, fax, or any of our electronic ordering options.

SIGHTS & SOUNDS

Sights & Sounds is a quick and easy way to identify audio and video titles most appropriate for public library collections. Each month's issue contains new and forthcoming titles carefully selected by BWI's AV Collection Development team on a variety of topics of interest to children and adults. Sights and Sounds can be mailed (by request) or viewable on our website TitleTales.

BILLBOARD

Through special arrangement with Billboard.com, BWI now presents the top half of the following fifteen Billboard.com charts on TitleTales. These charts have been selected based on nationwide sales activity as well as input from our customers, and are refreshed each week with current chart positions.

- Billboard 200
- Top R&B/Hip-Hop Albums
- Top Latin Albums
- Top Classical Albums

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- Top Jazz Albums
- Top Contemporary Jazz Albums
- Top World Albums
- Top New Age Albums
- Top Country Albums
- Top Bluegrass Albums
- Top Contemporary Christian Albums
- Top Gospel Albums
- Top Blues Albums
- Top Soundtracks
- Top Kid Audio

STREETWISE

BW1 stocks the hottest upcoming video and music releases. StreetWise, BW1's bi-weekly publication lists these titles. Video titles are chosen based on box-office sales and music titles are selected based on the sales history of the artist. Titles ordered by the order due date will be delivered to you as close to the street date as possible (allowing for the time it takes for value-added services on those titles). You can sign up for our email alert service or log onto TitleTales and go to "BW1 Publications" to view these featured audio and video lists. BW1 adult book titles are not kept in stock and ordered on demand.

eNews

BW1 also provides our Public Library customers with eNews, which includes Publisher News, Collection Development Information, & BW1's Electronic Updates!

Published twice a month, BW1's electronic newsletter keeps librarians informed of the latest developments at BW1 and in the book industry. The eNewsletter contains important publisher news as well as information about the latest bibliographies on TitleTales and BW1's electronic updates. We hope that you will find the information interesting and useful professionally. Our intent is to save you time and money by keeping you better informed. You can read all the editions of the newsletter beginning with the most current, by clicking on TitleTales.

If you or any of your colleagues would like to be on the eNewsletter mailing list, please contact us at enews@bw1books.com for a free subscription. BW1 does not share our customer information outside the company.

BW1 BeeWee Bound Books

BW1 offers a prebound product BW1 (we call them Bee-wee) Bound, which is available exclusively for the public library market. The exacting specifications that govern the binding of each text block meets those required by the Library Binding Institute. The Frisco Public Library will have access to on-demand binding, and/or may choose from over 35,000 prebound BW1 Bound titles on TitleTales. We will be happy to bind any title you require for your collection as long as it is suitable for prebinding. BW1 believes that attractive covers improve a book's circulation. That is why we want our BW1 Bound books to look good! We don't just chop off the original cover and mount it on a colored stock. Instead, BW1 Bound books are digitally enhanced and the entire cover is reprinted (front, back and spine), so it looks as good, if not better, than the original – only stronger.

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- A Lifetime Guarantee
- Notched, Double-Fan Gluing
- Double-Thick Poly Covers
- Super Sturdy Spine Inlays
- Powerful Adhesives
- Strong, Durable Backlining Material
- Heavy-Duty Threads

DISCOUNTS

BWJ's philosophy is to maintain competitive and consistent discounts. This philosophy often results in lower overall pricing from BWJ – which means more books for your collection! Our discounts are consistent by publisher and binding type. Our binding types are taken directly from publisher catalogs and are easy to understand.

Discounts provided by BWJ are as follows:

Audio Books – Abridged	40%	DVD Film – Fiction	25%
Hard Cover Trade	40%	DVD Film – Non Fiction	25%
Paperbacks	40%	VHS Feature Film	25%
Mass Market Paper	40%	VHS Film – Non Fiction	25%
Board Books	40%	Music on CD	25%
Audio Books – Unabridged	30%	Reinforced Book	20%
Read-A-Long Kits	25%	Library Binding	15%
Music on Cassette	25%	Big Books, Pop Ups, Novelty	15%

EBOOKS: No set up fees! No contract! No added fees to publishers price!

On a consistent basis, less than ½ of 1% of items that BWJ provides, require a service fee. This fee is only applied when BWJ is extended title or no discount from the publisher.

Should the Library purchase items that require the special acquisition cost, these titles will incur a Special Acquisitions Cost of \$5.95 (1 copy), \$8.95 (2 copies), or \$10.95 (3 or more copies) per title.

The special acquisition cost will be determined on a case by case basis, when we receive the item(s) from the publisher.